

DSV ROAD TRANSPORT TEAM

Wow, what a year it has been!

It seems like just yesterday it was announced that UTi Worldwide had been acquired by DSV and a lot has happened since then to officially make us DSV Road Transport.

November 1st marked the official 'kickoff' of our new identity. As you probably know, our legal name has already been changed and we are now moving quickly to rebrand let the world know that we are now part of the 4th largest 3rd party logistics company in the world. There is still a lot to do and we are all working hard to make sure that the transition continues to move forward as smoothly as possible.

It is truly exciting to be part of DSV's entry into the 'road' business in the United States. For me personally, I look forward to being able to look back on all that is happening now and be able to say "I was part of the adventure when it all started".

I encourage all of you to embrace the change, hang on and enjoy the ride. We are already seeing opportunities from within the organization presented to us that will help greatly and I am confident that there is much more to come.

In closing I want to thank you all for all you do and wish you a safe and prosperous holiday season!

Scott Palmer



DSV FAMILY PHOTOS

We want your pictures!

Show us how you spend your time with family!

Show off your amazing holiday cooking!

Got some cool shots of the changing seasons? Send them in!

Send pictures to mso.photos@sammonstrucking.com

Success Stories, 2 drivers, 2 thought processes, 2 winners

Leah Baker, 1011

When you asked me to write what I'm doing that's attributed to my success, what I'm doing and what advice I can give to others, I had to think about it. This all comes naturally to me mostly due in part to previous experience looking for loads.

What I do is 1st look at the Sammons load board at multiple states surrounding where I'm delivering. Then I look at the internet load board starting with a 300 mile radius then 500 mile radius if there wasn't much I'm interested in the 300 miles. This is because when running empty, fuel mileage is really good and it all balances out. When looking at loads, I will do short loads, but my preference is long loads. Military loads usually pay really well, so I try to get on them as much as possible. I'm not against taking a load that doesn't pay that great especially if it takes me to where there's better paying loads.

I really don't like sitting anywhere for very long so I keep running as much as possible. My typical time off is during a 34 hour break which usually is more like 48 hours. I rarely run on the cruise since it's set 3mph lower than on the pedal. My truck gets decent fuel mileage so I'm really not worried about it. The 3mph equates to an extra 33 miles or more that I can run in an 11 hour shift. In 5 days, that equates to over 165 miles more that I can drive then if I was driving on the cruise. This is what has allowed me to do more loads or longer loads. I use the Comdata app to look for the lower prices fuel in route. This has helped in the buying down of the truck.

As for advice for other drivers, is to remove the company driver thought process from their minds. We are all owner operators here even though I'm guessing most are in a lease. It's OUR responsibility as the owner or buyer of the truck, no dispatch nor agents, to make sure the truck is loaded. If we, the driver, need to be somewhere at a certain date or time, it is OUR (the driver) responsibility to find the loads to get us to where we want or need to be. One way to ensure that is when you find a load you like, look at the area where the load is going to see what kind of loads are coming out of there and where they are going. Loads on the board will change, but it'll get you an idea of the revenue and destinations of the loads that are coming out of any given area. I find it a bit irritating when I hear someone say something like "they aren't keeping the truck loaded" or other things similar to that. Here's a good way to look at it. We, the driver, owner or buyer of the truck, are essentially the load planner on EVERY load we CHOOSE to haul. There is no such thing as forced dispatch here.

Other advice I can give is to write a plan and goals. When you have it on paper, it tends to be

easier to attain. Don't make your goals so out of reach it's next to impossible to achieve. Start with smaller goals working up to your ultimate goal of where you want to be or what you want to do. Baby steps....When you accomplish a goal or plan, don't rewrite the list. Keep it as is so you can see all that you've accomplished. Also, be open to learning from other drivers. Success comes from continually learning. Others may secure loads a little different than you which may be a faster or more secure way to do it. There's usually more than 1 way to get somewhere and maybe someone else has a better faster way to go. Don't be afraid to ask questions. Don't be afraid to offer help to another driver. They may not accept it, but they just might accept it and be very appreciative of the help too.

Jason Warden, 1151

Throughout my life, I have been in multiple forms of business. After getting out of the army, I entered into satellite and cable TV work. I worked my way up from a technician into executive level management as the executive vice president of operations for one of DTV's largest contract companies. In this field I learned to understand business and the details and skill it takes to make business work efficiently. My personal opinion is that everything is (or should be) customer service based and you must approach your broker, shipper and receiver in this manner. It goes a long way towards future relationships. As I am planning out a week of running, there are a few things I like to look at beforehand. I start a search at 100 miles and prefer to stay under this. If I absolutely have to, I will look out at 200 miles in some areas, but this is not optimum. I would take a load that can load 50 miles away for \$1.50 over a load paying \$1.60 from 200 miles away. In the simplest terms, this is more profitable because I am able to unload early and be reloaded early before the rush of trucks that deadhead around 150+ miles comes in. I am unloaded, reloaded and rolling before I would even be at my shipper with this formula. This allows me to actually drive paid miles on every single day. I don't like driving for free, and anytime your trailer is empty that is exactly what you are doing. Unlike a situation where you drive to your delivery then deadhead 200 miles to reload and by the time you are finally loaded you're out of hours and have basically worked the majority of the day for free. Before I book a load or even call about it, I look at the freight in the area it is going to deliver in and check the load to truck ratios on ITS. This will allow me to understand my negotiation leverage on a load out of that area. If I see that I am going to be at a very big disadvantage then I will press the current broker for more money because of this. Using it as a bargaining chip and showing the broker that you actually know what is going on will help you greatly in your negotiations. Never settle for the first offer, even if it sounds wonderful. A smart broker would never offer or post their top price right away. Negotiation is the name of the game in this aspect of business, and I urge everyone to do so to get the top dollar for their hard work. Once I am loaded and rolling I start looking for a reload. This will assure me that the current load cannot cancel (causing issues on the next one) but allows me plenty of time to book something. I personally think the sooner I can book the next load, the better. Once it is booked I don't need to stress about it anymore – I am able to relax and ride. If you wait until you are unloading or already unloaded to start looking, then you will sit the rest of that day empty and waste valuable time that you could be using to make money. I never wait for agents, brokers or dispatchers to call me. My future is my own and I want to control it completely! I find my loads because I know that no one else will work as hard for me as I will for myself. I plan my fuel stops based on the cheapest fuel, even if it is a 60 gallon top off before crossing the California line so that I can get in and out without paying \$2.60 a gallon. Waiting for someone else to do your job is in no way, shape or form going to benefit you or your business long term. Knowing your operating cost, the area and the freight market you are in, as well as the one you are headed into, will allow you to understand what loads are good and which ones are not. Never ever sit for an extended period of time because you won't haul cheap freight or waiting for that big paying load: use this to negotiate. It needs to pay enough to justify the loss on the other end. I went into ND under a load paying \$2.40 a mile. I was able to get \$700 more than the broker was offering because I flat-out refused any other offer based on the loss I would take getting out. You must be prepared to allow someone else to haul a load in this situation. The broker knows they need to cover it fast and will pay to keep their customer happy. I then took a load paying \$500 on 520 miles out of ND over to MN just to keep moving. Of course I didn't make money on the load and could have deadheaded out, but it paid for my fuel and put a few dollars into my own pocket which is better than driving for free and buying my own fuel to work for free. I was a 50 mile deadhead with short miles, which is exactly what I wanted. Never take a \$1.00 mile load for

2000 miles. Always use it as a positional load to better freight and have that freight lined up and booked before you ever get to your delivery. You should always shoot for as close to 10,000 miles a month as you can get. I hear guys tell me all the time that it's impossible to get 8,000 miles a month. I say they are not running their business efficiently enough. Time is money! I ran 13,500+ miles this month and made over \$4,000 to myself with a \$7,000 truck payment. I did it with a below fleet average \$1.48 per mile and 5% deadhead. Miles make the money, but efficiency is key to maximizing profitability. Be efficient in all that you do and success will be yours! You must always work on your business, not in your business!!!

DSV ROAD TRANSPORT INC. HOLIDAY CONTEST

Let the games begin!

Recruit, Recruit, Recruit

It's that time of year again, the holidays are right around the corner and money starts to get tight – Meals, family, presents and home time.

DSV is running a contest starting November 1st running until January 30th, 2017 and we want you And your family involved!

RULES AND REGULATIONS:

For every new Lease Purchase driver you recruit to DSV you will receive \$500 cash. \$100 at 1st Dispatch, \$200 at 3 months and \$200 at 6 months.

For every new Owner Operator you recruit you will receive \$1000 in cash. \$250 at 1st dispatch, \$250 at 3 months and \$500 at 6 months.

ALSO – for each new recruit your name will be put into a drawing for additional gifts, including:

- 5 – 50 inch Flat Screen TV's
- 5 – Laptop Computers
- 5 – Surround Sound Home Theater Systems
- 5 – Blue Tooth Headsets
- 5 - \$200 gift cards

Contractors and family members are all welcome to participate; the more recruits the more Opportunities to win!!

TURKEY POTPIE WITH PHYLLO CRUST – Country Living

Ingredients:

2 tbsp. olive oil
1 1/2 c. frozen pearl onions
3 medium carrots
2 clove garlic
1/3 c. parsley
3 tbsp. all-purpose flour
1 1/2 c. low sodium, 99 percent fat-free chicken broth
1 c. low-fat milk
1 tbsp. Dijon mustard
Salt
Freshly ground pepper
2 1/2 c. shredded leftover roasted turkey breast meat
1 c. frozen peas
1 tsp. finely chopped sage
6 sheets phyllo
Olive oil cooking spray

Directions:

1. Preheat oven to 400 F. In a large skillet over medium-high heat, heat oil. Add frozen onion. And cook, stirring occasionally, until golden, about 8 minutes. Reduce heat to medium, Then add carrots and garlic. Cook until onions are brown and carrots are just tender, about 5 minutes. Stir in parsley and cook for 1 more minute.
2. Sprinkle vegetables with flour and cook, stirring, until flour turns golden brown, about 4 min. Add broth, milk, mustard, and salt and pepper to taste; then increase heat to medium/high. Cook, stirring frequently, until mixture thickens, about 6 minutes. Stir in turkey, peas and Chopped sage. Evenly divide mixture among 6 1-cup ramekins.
3. Place 1 phyllo sheet horizontally on a work surface lightly sprayed with olive oil cooking Spray. Cut vertically into 3 pieces, and then stack. Cut in half to create 2 squares, stack Again, then place a sage leaf between top 2 layers. Top 1 potpie with phyllo squares and Lightly spray with olive oil cooking spray. Repeat for remaining 5 phyllo sheets. Place Potpies on a baking sheet and bake until bubbling and golden brown, 20 to 25 minutes.

Best regards

DSV Road Transport Inc.

Global Transport and Logistics

With offices and facilities in more than 80 countries on six continents, we provide and run supply chain solutions for thousands of companies on a daily basis. Our reach is global yet our presence is local and close to our customers. Read more at www.dsv.com